



NEWGEN™

Newgen Software Technologies Limited

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Date: 18th January 2022

| | |
|--|---|
| BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 | National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra- Kurla Complex Bandra (E), Mumbai – 400051 |
| Ref.: Newgen Software Technologies Limited (NEWGEN/INE619B01017) Scrip Code – 540900 | Ref.: Newgen Software Technologies Limited (NEWGEN/INE619B01017) |

Sub.: Investor Presentation and Press Release on Unaudited Financial Results for the 3rd Quarter ended 31st December 2021

Dear Sir/ Ma'am,

Pursuant to the above-mentioned subject, we are hereby enclosing the following:

- 1) Investor Presentation; and
- 2) Press Release on Unaudited Financial Results.

This is for your kind information and record.

Thanking you.

For Newgen Software Technologies Limited

Aman Mourya
Company Secretary

Encl.: a/a



Newgen Software Technologies Ltd.

Investor Presentation – Q3 FY'22

Unlock Simple

Jan
2022

Newgen – A Snapshot (FY'21)



**Founded in 1992
Public since 2018**



**Rs 673 cr revenues
in FY'21**



**104% cloud revenue
CAGR since FY 2017**



**31% Revenue
from Americas**



**Strong partnership
with leading GSIs**



**~550 active customers
across 72 countries**



**17 verticals with
5 Core Verticals**



**44 patents filed,
22 patent grants**



**Consistently recognized
by Gartner and Forrester**

Data as of 31 March 2021, except the patent grants which is till date

Financial Highlights – (FY'21)

Resilient and profitable business with highly visible subscription revenues



Rs 6,726 Mn

Revenues
(annuity⁽¹⁾ of 57%)



Rs 2,002 Mn

Subscription Revenues⁽²⁾
(19% YoY Growth)



Rs 1,265 Mn

PAT
(74% YoY Growth)



Rs 2,118 Mn

US Region Revenues
(16% YoY Growth)

⁽¹⁾ Annuity comprises ATS/AMC, Cloud and Support revenues

⁽²⁾ Subscription revenues comprise of ATS/AMC and Cloud revenue streams



NewgenONE Digital Transformation Platform

NewgenONE

Digital Transformation Platform



**Contextual
Content Services
(ECM) OmniDocs**

*Manage complex business information
and extract intelligent insights*

**Low Code
Process Automation
(BPM) iBPS**

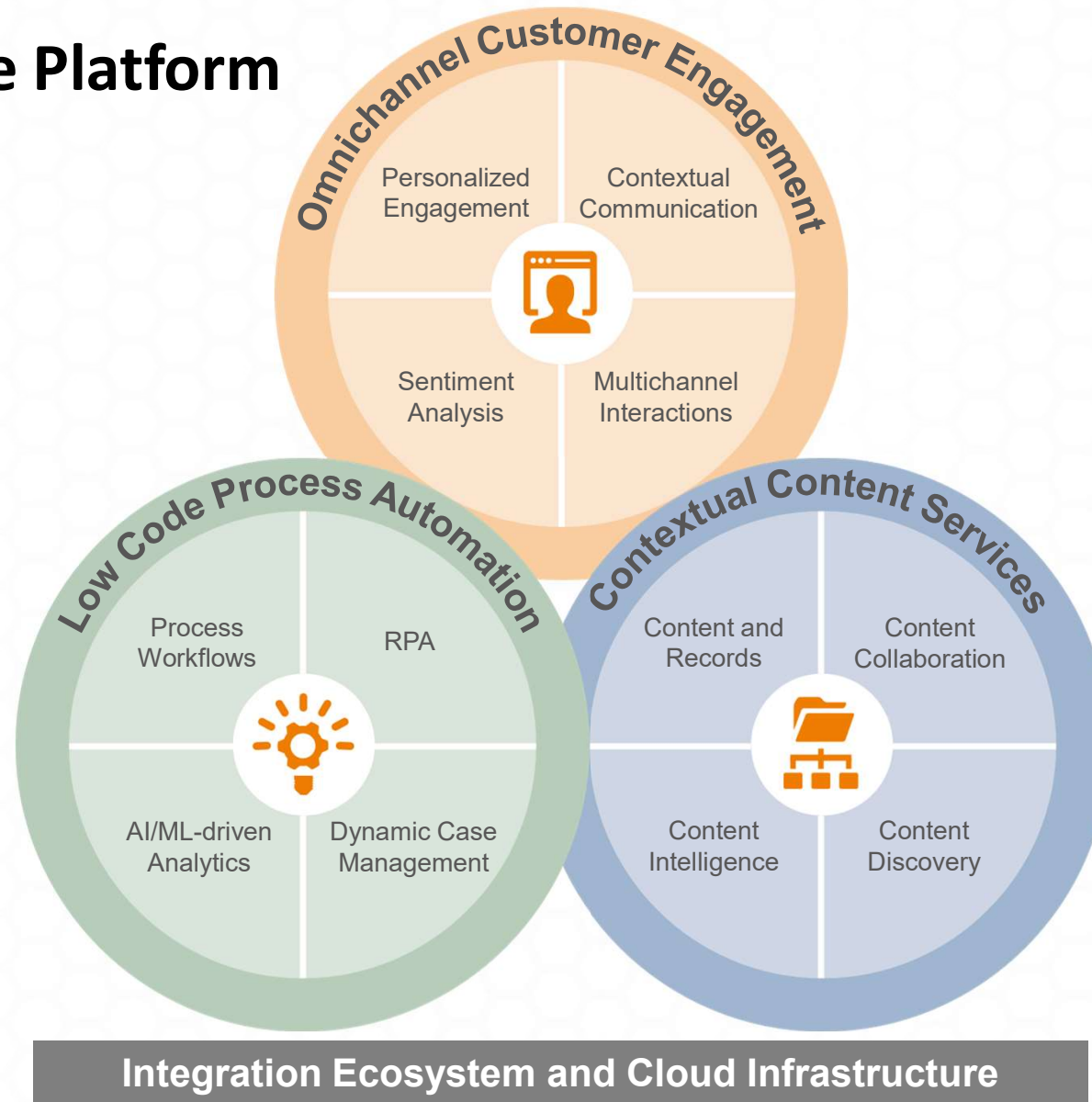
*Digitize end-to-end customer and
employee journeys with low code*

**Omnichannel
Customer Communication
(CCM) OmniOMS**

*Deliver personalized communications
across channels at scale*

The NewgenONE platform comes together to address the need of organizations to intelligently automate while handling documents and managing customer communications

A Comprehensive Platform



NewgenONE Enables Enterprises to Develop Complex Biz Applications

Customer Onboarding
 Loan/Credit Origination
 e-Statementing
 Trade Finance
 Unified Customer View
 Relationship Manager Cockpit

Campaign Mgmt. & Marketing
 Lead Management
 Customer Portal/App
 Financial Needs Analysis
 SRM & Dispute Resolution
 Product Config

Risk Workbench
 Collections
 Peer-to-peer lending
 CTS
 FATCA/CRS
 Ops Workbench



Account Payable
 Contract Management
 e-Invoicing
 Vendor Ecosystem
 Service Mgmt.
 Campaign Management & Mktg.

Lead Management
 Account Receivables
 Vendor/Supplier Portal
 Centralized Expense Management
 Tech & Project Management

Project & ROI Management
 Data Quality Management
 Risk Workbench
 HR Process & Records Mgmt
 Collections

FNOL & Claims Processing
 SRM & Dispute Resolution
 Customer Portal/App
 Product Config
 Quote 2 Bind

Unified Customer View
 Ops Workbench
 Unified Customer View
 Campaign Mgmt. & Marketing
 Lead Management

Quotation, Proposal & Illustration
 Customer Onboarding
 Advisor/Agent Onboarding
 Policy Underwriting Workbench

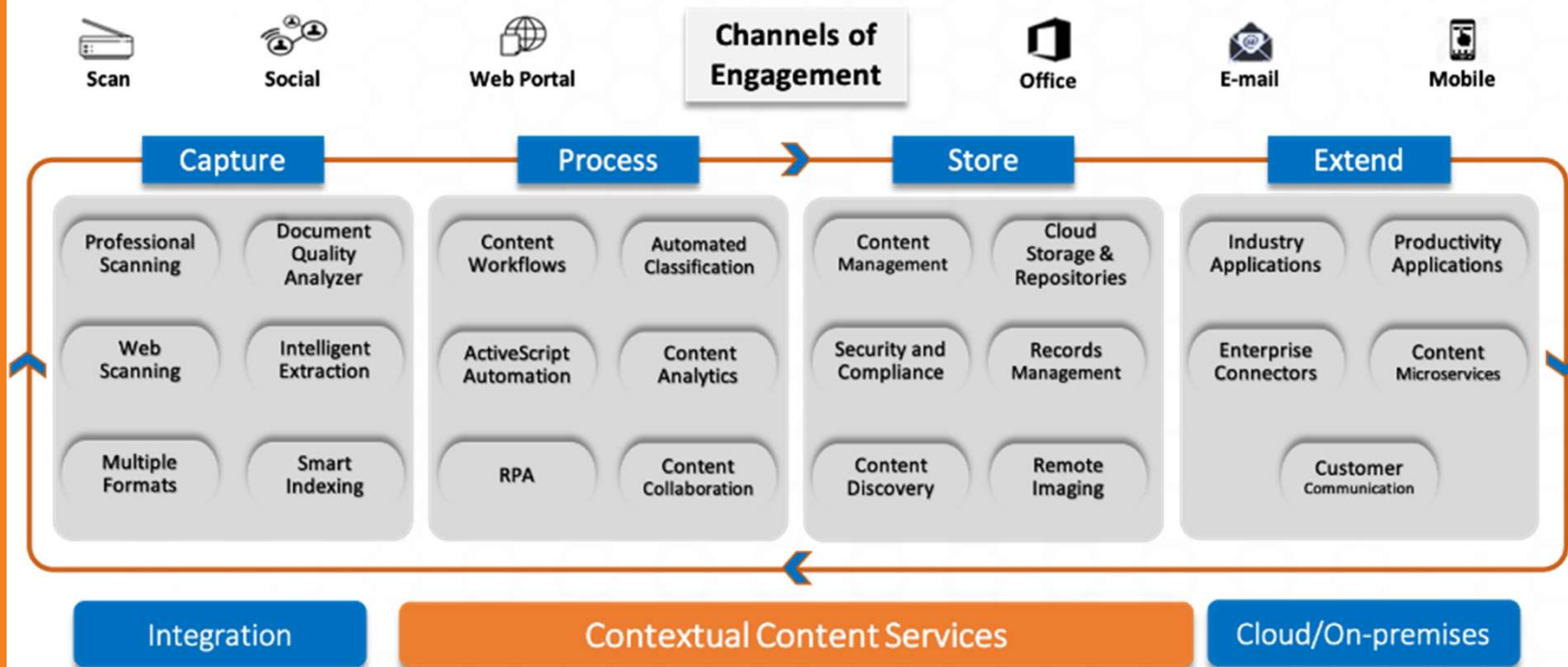


e-Gov Office Automation
 Government Case Management
 Citizen Centric Services

Electronic Document and Records Management
 Social and Mobile Governance

NewgenONE Contextual Content Services (ECM)

Digitize Workplace with Contextual Automation, Compliance, and Intelligence – On Cloud



Gartner

A Visionary in the 2021 Magic Quadrant for Content Services Platforms*

Case Study

Digital transformation of **India's leading insurance company with over 250mn customers**. Implementation included archival of ~500mn policy dockets and automation of processes across 2000 branches, 113 divisional offices, 8 zonal offices, and corporate office.

* Gartner Magic Quadrant for Content Services Platforms, Michael Woodbridge, Marko Sillanpaa, Lane Severson, Tim Nelms, October 18, 2021

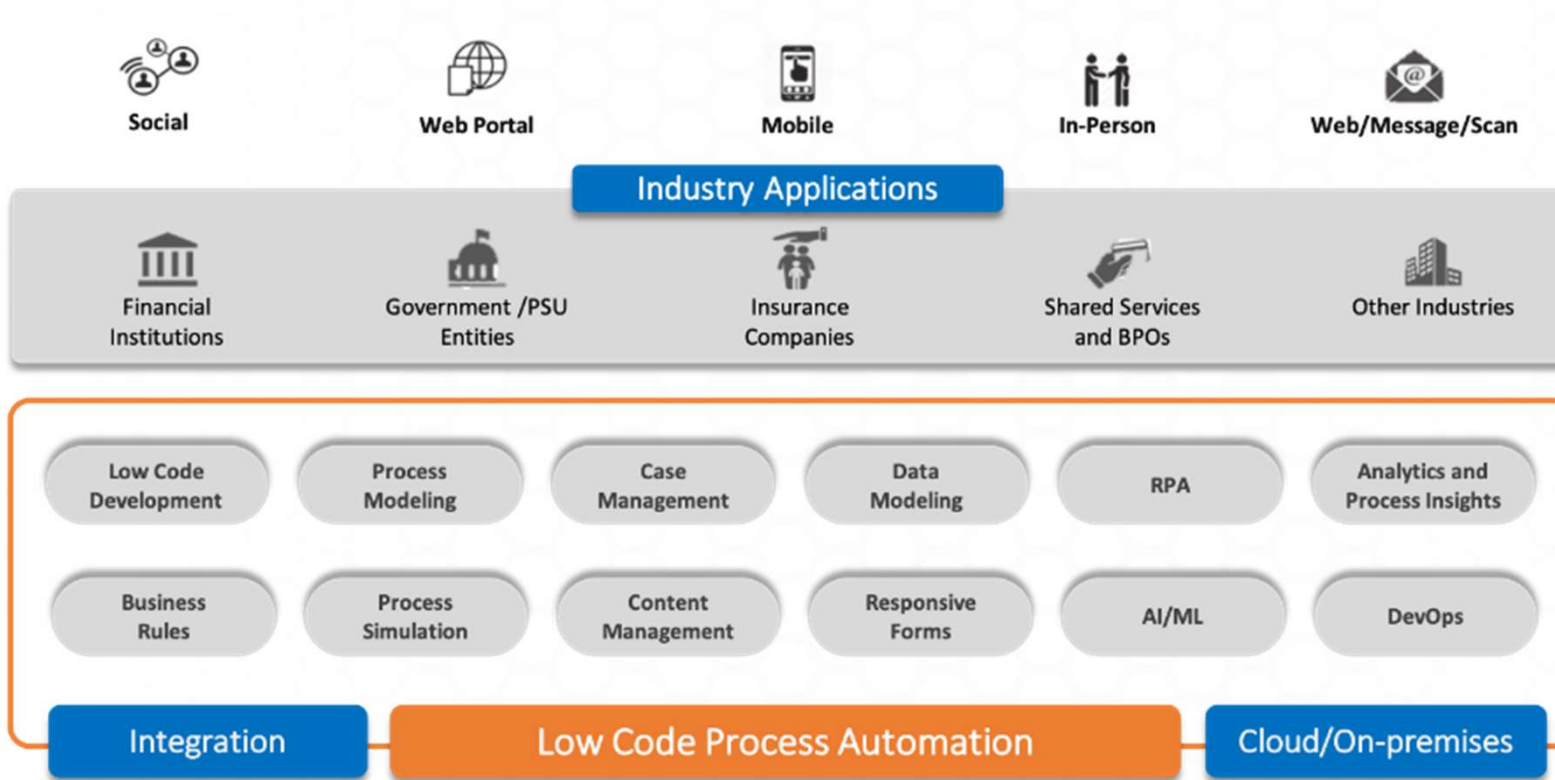
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NewgenONE Low Code Process Automation (BPM)

Rapid Application Development for Deep & Complex Business Applications across Devices



Gartner

A Niche Player in 2021
Gartner Magic Quadrant
for Enterprise Low-Code
Application Platforms*

Case Study

One of the largest banks in the US with around 240 branch offices implemented Newgen's commercial loan origination solution to streamline overall lending process. The bank digitized its lending cycle and automated its operations, enabling quick and hassle-free shift to remote working.

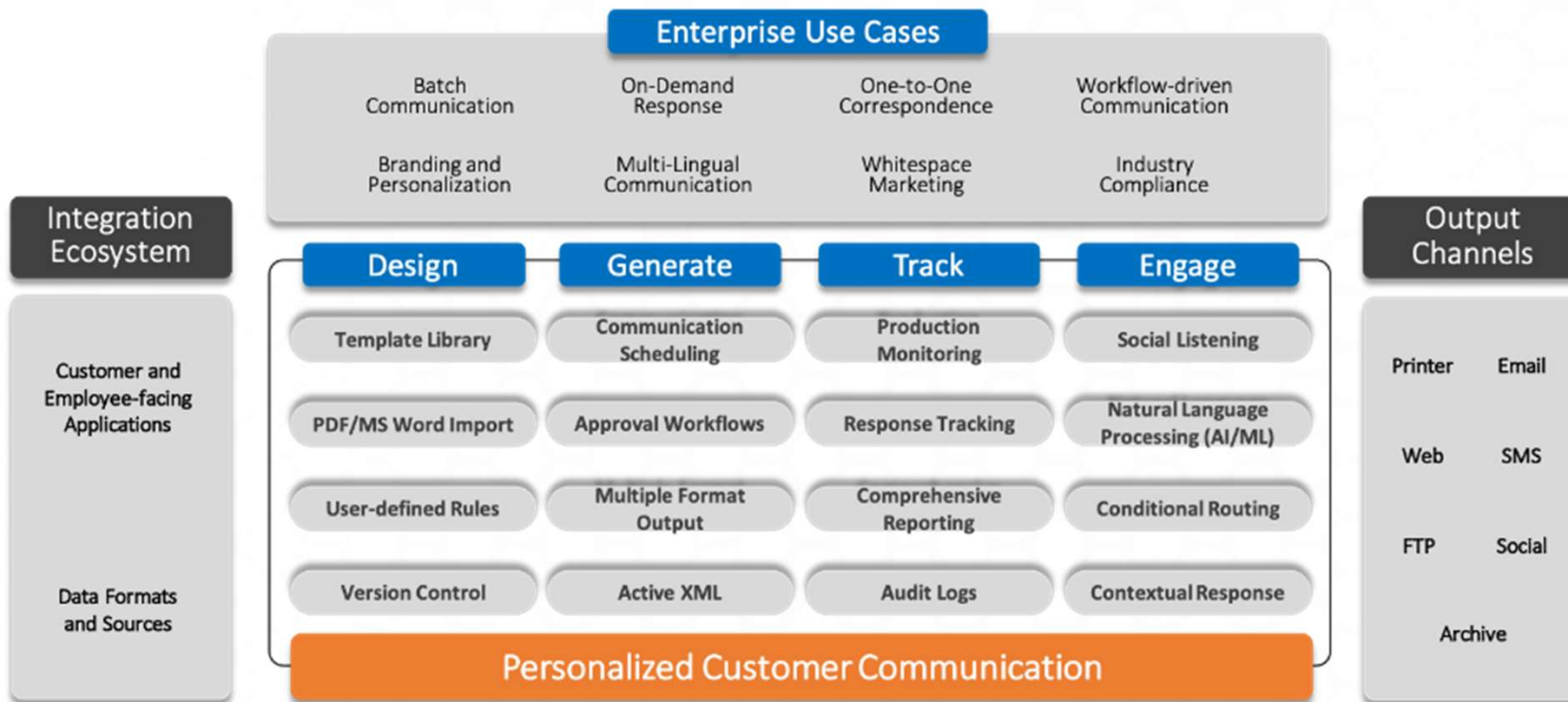
* Gartner Magic Quadrant for Enterprise Low-Code Application Platforms, Jason Wong, Kimihiko Iijima, Adrian Leow, Akash Jain, Paul Vincent, 20th September 2021.

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NewgenONE Omnichannel Customer Communication (CCM)

Use Business Data and Manage the Communication Output – Personalized and at Scale



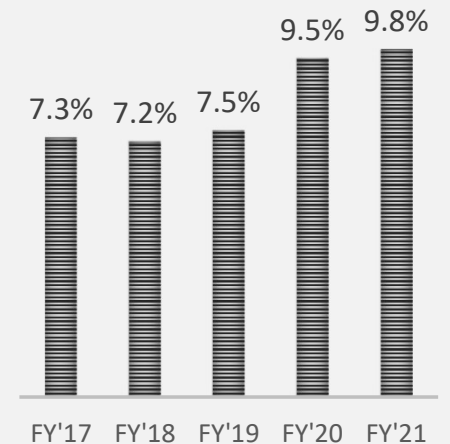
Case Study

Newgen CCM Solution Implementation for a leading private bank in India. The bank chose the Newgen's CCM platform to make their customer communication more customized and platform agnostic.

Innovative Product Suite With Continuing Focus On R&D

- **29 years** of product DNA; **44 patents** filings, **22 Granted** till date
- Skilled R&D team of **~500** people with deep domain expertise
- **Unified platform** with modular deployment
- **Deep domain expertise** - Intuitive applications and scalable performance
- Cloud-ready architecture on **AWS and Azure**
- **Low Code** Application Platform

R&D Investments (% of revenues)



Our Go-to-market

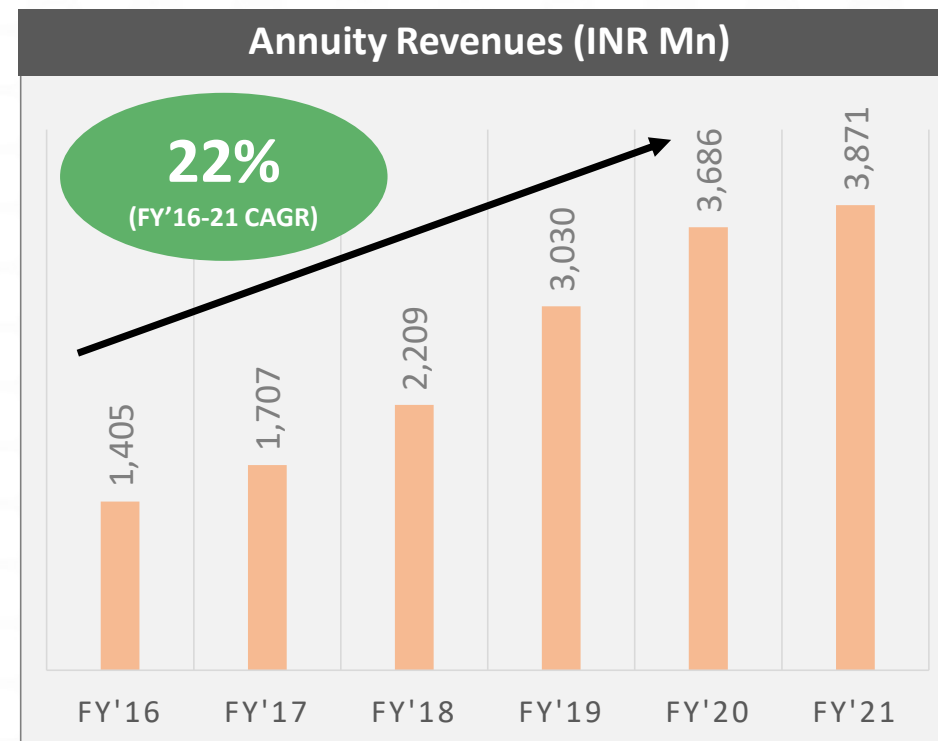
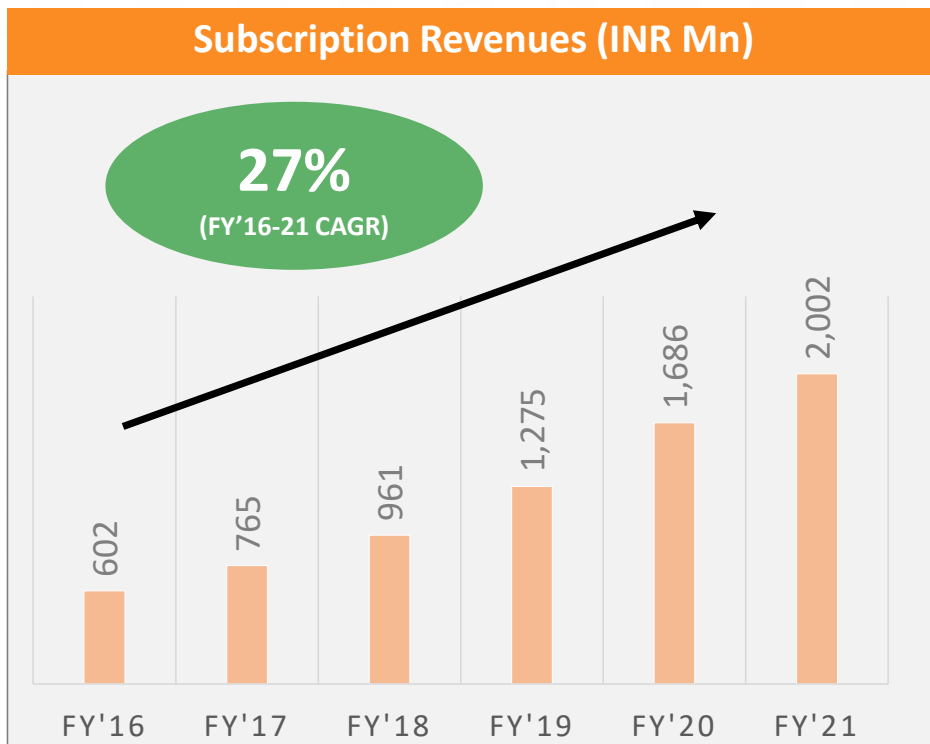
Strategy Across Regions and Verticals is Based on Direct Presence Supported by Partner Ecosystem

- **~300 Employees** in Sales & Marketing supported by a large network of 300+ channel partners
- Focus on **Tier-1 customers** in five core verticals in India, APAC, and Middle East & Africa Region
- Focus on mid-market banks and credit unions in the US region
- Differentiated 'land and expand' model
- Sale of complete functionality with initial purchase, facilitating seamless creation of new applications

System Integrators-led go-to-market Targeting Fortune 2000 Enterprises in Mature Markets

- Increasing traction in the developed markets of US, Europe and APAC – with focus on sales through Global System Integrators (GSIs)
- Developed the internal GSI & enterprise team – Senior sales leader brought on board
- Aggressive investments in enhancing visibility and brand awareness through various initiatives - digital events, analyst and consultant engagements, increased digital presence and outreach
- Newgen products well-accepted by some of the largest GSIs and their customers.
- Strong pipeline in place

Strong Focus on Annuity and Subscription Revenues



- Annuity revenue streams constantly increasing from 41% in FY'16 to 57% in FY'21
- Support revenues impacted due to the shift from the on-site model
- Increasing acceptability of cloud deployments across geographies

(1) Subscription revenues comprise of ATS/AMC and Cloud revenue streams
(2) Annuity Revenues comprise of ATS/AMC, Cloud and Support revenue streams

Board of Directors



Diwakar Nigam
Chairman and
Managing Director



T.S. Varadarajan
Whole
Time Director



Priyadarshini Nigam
Whole
Time Director



Padmaja Krishnan
Independent
Director



Saurabh Srivastava
Independent
Director



**Subramaniam
Ramnath Iyer**
Independent Director



Kaushik Dutta
Independent
Director

Leadership Team



Diwakar Nigam
Chairman and Managing Director



Virender Jeet
Chief Executive Officer



Tarun Nandwani
Chief Operating Officer



Dr. S.J. Raj
Sr. VP – HRD



Anand Raman
EVP & COO - Newgen Software Inc.



Arvind Jha
Sr. VP – Product



Rajvinder Singh Kohli
Sr. VP – Global GSI Sales



Arun Kumar Gupta
Chief Financial Officer

Leadership Team



Hemant Makhija
VP – Marketing



Sunil Pandita
VP – Sales (India)



Vivek Bhatnagar
VP – Sales (EMEA)



R. Krishna Kumar
VP – Sales (Australia)



Ashok Kapoor
VP – Customer Experience



Dushyant Kumar
VP – GSI Enablement



Manojit Majumdar
VP – Channel Sales



Vivek Mani Tripathi
VP – HRD & Operations



Pramod Kumar
VP – Sales (APAC)



Anurag Kumar Shah
VP – Product & Solutions (Americas)



Arpan Bansal
VP – Marketing (Govt. & GSI Initiatives)



Ashish Deshmukh
VP – Sales (Americas)



Atin Kumar
VP – Delivery (Americas)



Nikhil Sawhney
VP – Customer Relations (EMEA, APAC)



Prashant Sahai
VP – Sales (Middle East)



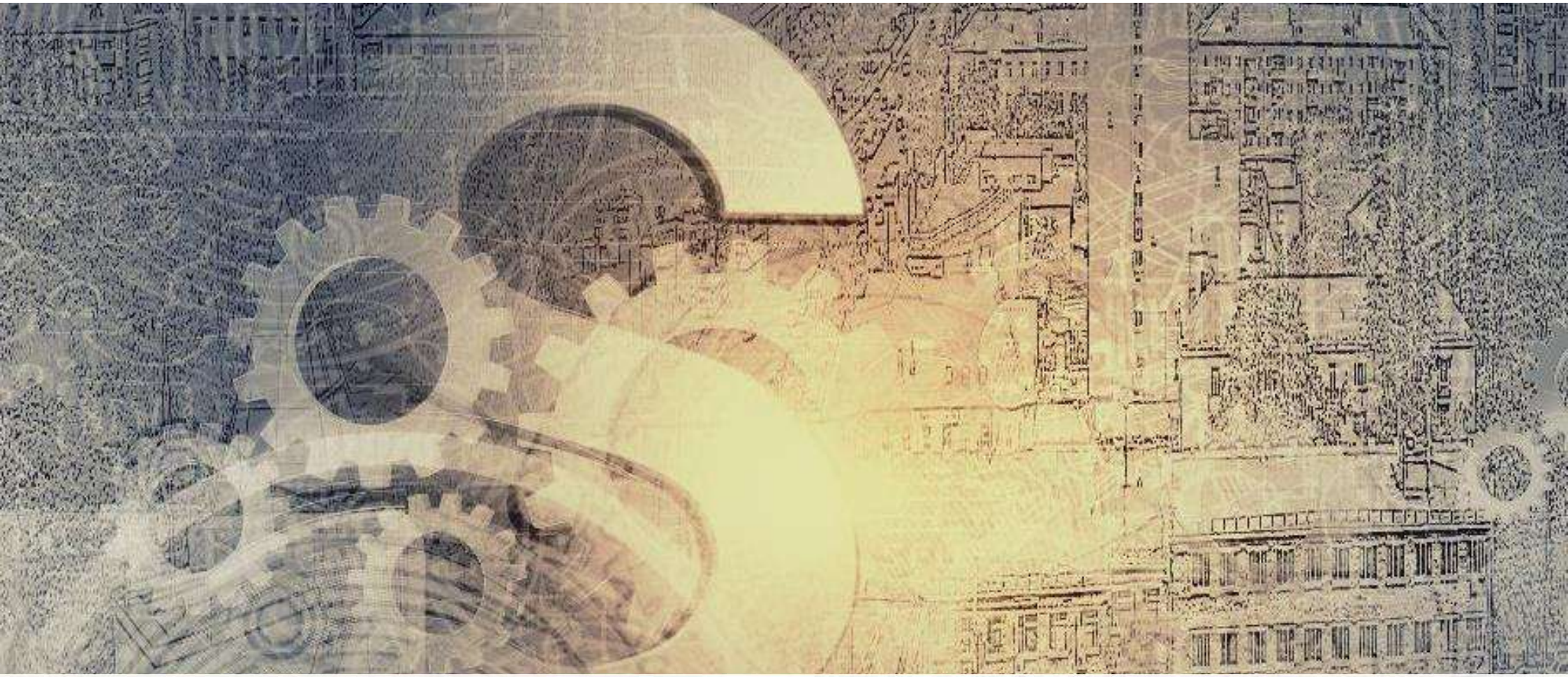
Ritesh Varma
VP – Product & Solutions (India, EMEA, APAC)



Shikha Bhatt
VP – Delivery (India)



Mukesh Bhatnagar
VP – International Operations



Q3 FY'22 Financial Results

Financial Summary (Consolidated)

| Particulars | Q3FY'22 (Unaudited) | Q3FY'21 (Unaudited) | YoY Growth | Q2FY'22 (Unaudited) | QoQ Growth | 9M FY'22 (Unaudited) | 9M FY'21 (Unaudited) | YoY Growth | |
|---------------------|---|------------------------|---------------|------------------------|---------------|-------------------------|-------------------------|---------------|--------|
| Revenue (INR Mn) | Revenue from operations | 2,025 | 1,855 | 9.2% | 1,855 | 9.2% | 5,475 | 4,726 | 15.8% |
| | Other Income | 72 | 35 | 105.7% | 69 | 4.4% | 248 | 105 | 136.7% |
| | Total Income | 2,098 | 1,890 | 11.0% | 1,924 | 9.0% | 5,723 | 4,831 | 18.5% |
| Profits (INR Mn) | EBITDA (<i>adjusted for other income</i>) | 579 | 688 | -15.9% | 466 | 24.2% | 1,272 | 1,255 | 1.4% |
| | Profit after tax | 478 | 354 | 35.0% | 374 | 27.9% | 1,068 | 738 | 44.8% |
| Margin (%) | EBITDA (<i>adjusted for other income</i>) | 28.6% | 37.1% | | 25.1% | | 23.2% | 26.6% | |
| | Profit after tax | 22.8% | 18.7% | | 19.4% | | 18.7% | 15.3% | |
| EPS (INR) | Basic | 6.89 | 5.12 | 34.5% | 5.39 | 27.7% | 15.40 | 10.67 | 44.3% |
| | Diluted | 6.57 | 5.08 | 29.4% | 5.33 | 23.3% | 15.00 | 10.59 | 41.7% |

Q3 FY'22 v/s Q3 FY'21

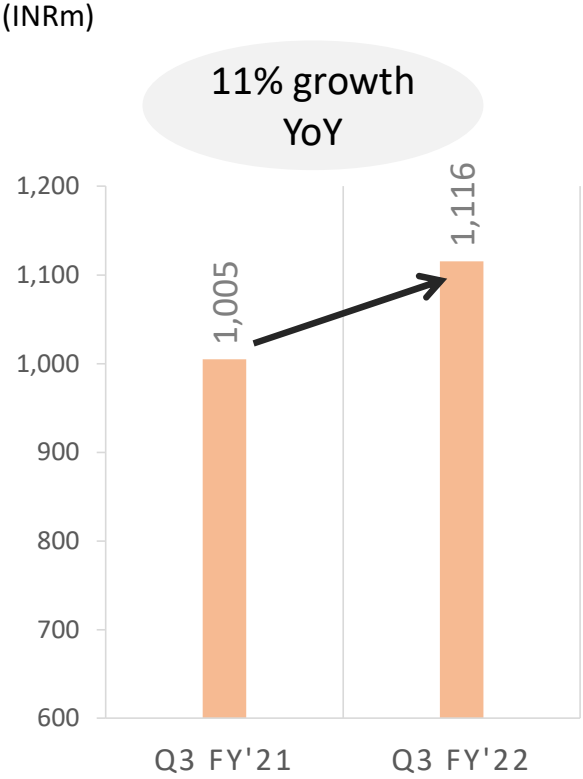
- Revenue from operations witnessed a growth of 9% Q3 YoY and Profit after Tax witnessed a growth of 35% Q3 YoY
- EBIDTA decreased on account of normalization of cost base compared to last year as well as increased remuneration to manage attrition

9M FY'22 v/s 9M FY'21

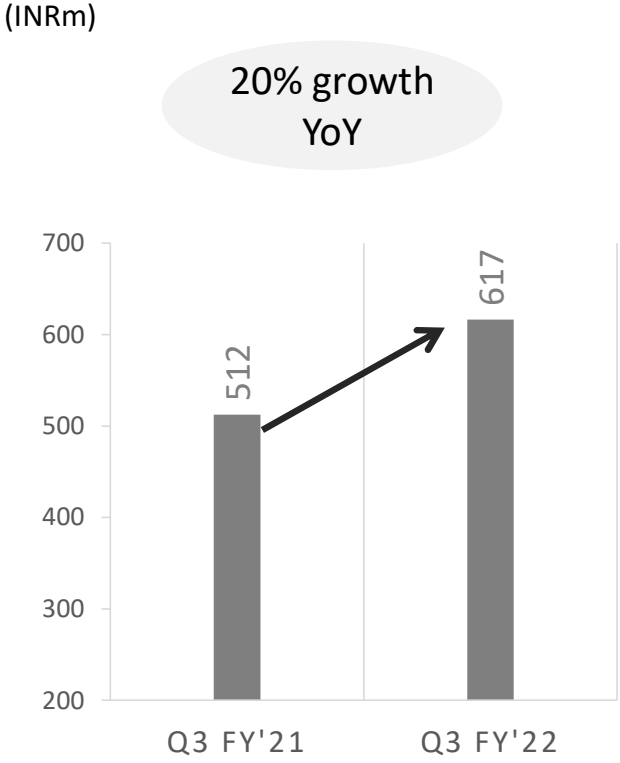
- Revenue from operations witnessed a growth of 16% YoY and Profit after tax was up by 45% YoY

Strong Acceleration in Annuity and Subscription Revenues

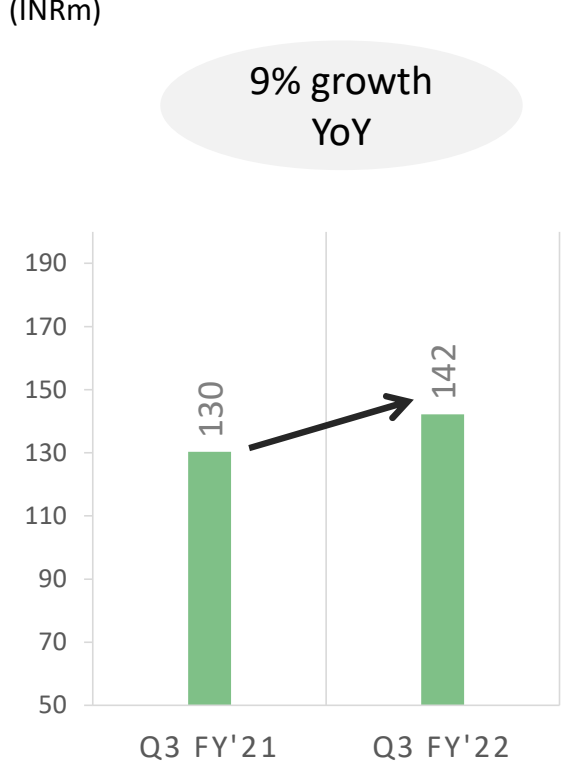
Annuity Revenues (INR Mn)



Subscription Revenues (INR Mn)



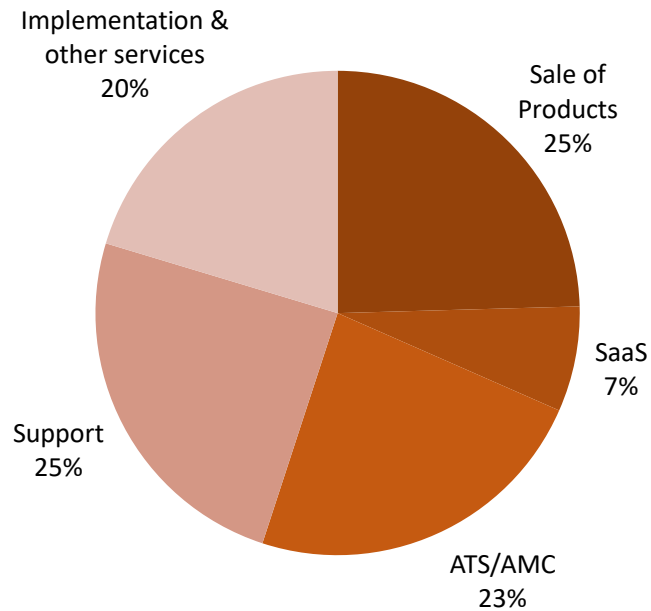
SaaS Revenues (INR Mn)



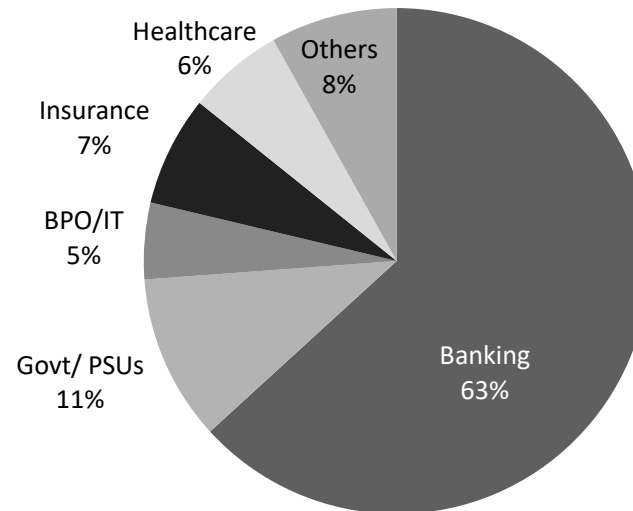
(1) Subscription revenues comprise of ATS/AMC and Cloud revenue streams
(2) Annuity Revenues comprise of ATS/AMC, Cloud and Support revenue streams

Diversification Across Verticals and Geographies

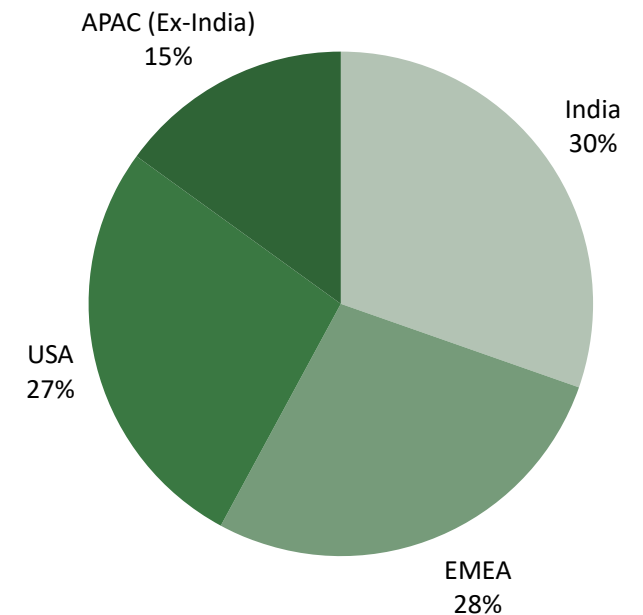
Q3 FY'22 Revenue Split by Segment



Q3 FY'22 Revenue Split by Vertical



Q3 FY'22 Revenue Split by Geography



Business Highlights (Q3 FY'22)

Analysts Recognitions

- Newgen has been recognized as Visionary in the 2021 Gartner® Magic Quadrant™ for Content Service Platforms ¹
- Newgen Software has been positioned as a "Strong Performer" in The Forrester Wave™: Digital Process Automation Software, Q4 2021.²

Patent Grant

- Granted a patent for an invention entitled "Centralized Controlled Printing and Administration" for 20 years commencing from 4th January 2010 by the Indian Patent Office.
- Granted a patent for an invention entitled "Integrated Capture and Analysis of Documents" for 20 years commencing from 14th January 2011 by the Indian Patent Office.

Customers Wins

- 17 new logo wins on Q3 FY'22 across geographies; 37 new logo wins over 9 months*

Newgen Software acquiring Number Theory

- Newgen is acquiring India-based Number Theory, an AI/ML (artificial intelligence and machine learning) data science platform company, subject to the completion of conditions as stated in the approved Share Purchase Agreement

1. *Gartner Magic Quadrant for Content Services Platforms, Michael Woodbridge, Marko Sillanpaa, Lane Severson, Tim Nelms, October 18, 2021*

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2. *Authored by Rob Koplowitz with Chris Gardner, John Bratincevic, Stephen Powers, Sara Sjoblom, Kara Hartig, December 14, 2021*

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* Including orders booked but not billed



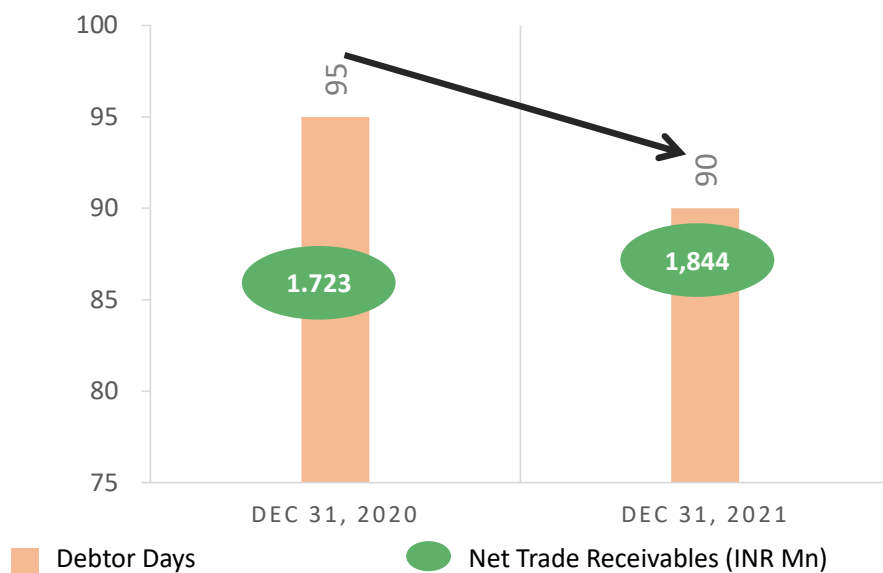
Key Orders

- Cloud order for a **captive premium financing arm in India** of a leading global manufacturer of premium automobiles and motorcycles
- Project for a **diversified financial services company in the US** providing a full range of commercial banking, consumer banking and wealth management solutions
- Cloud order for a **leading specialty finance provider in the UK and Ireland**
- Customer mining for additional license business from **one of the world's largest investment management companies** managing \$8.2tn in global assets
- Order from an existing customer in Singapore, **part of a leading international banking group** with more than 150 years of banking history

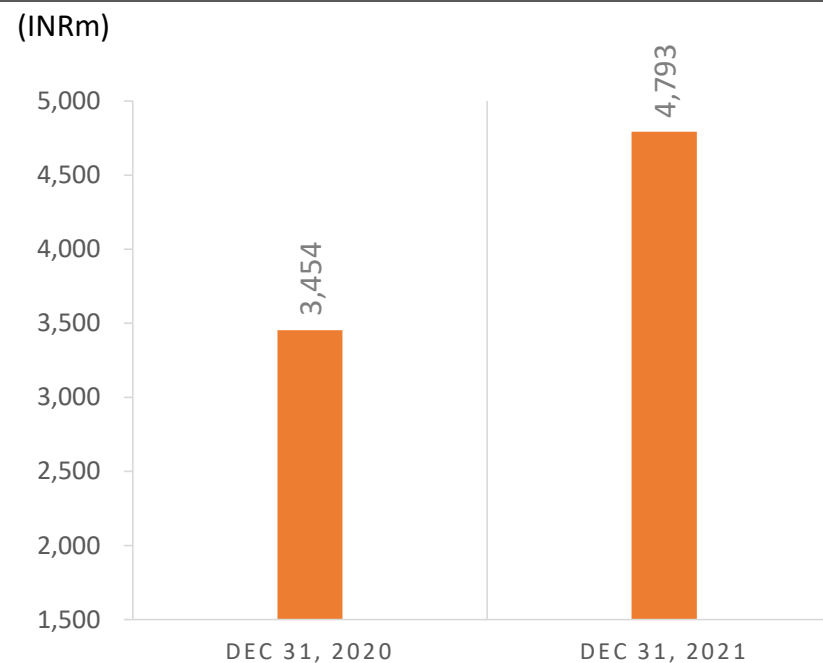


Strengthening Balance Sheet

Debtor Days (Based on Net Debtors)



Cash, Bank Balance & Investments



Note: The business is seasonal in nature with proportionately higher revenues and debtor days in the year end period (March)



For any investor queries, please contact:

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India Offices include Mumbai, Chennai, Bengaluru, Kolkata, Hyderabad, Noida, New Delhi

Disclaimer



This presentation may contain certain forward-looking statements concerning Newgen Software Technologies' future business prospects and business profitability, which are subject to several risks and uncertainties and the actual results could materially differ from those in such forward-looking statements.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth and new business opportunities, competition (both domestic and international), economic growth in India and the target countries for business, ability to attract and retain highly skilled professionals, time and cost over runs on projects, our ability to manage our international operations, government policies, interest and other fiscal costs generally prevailing in the economy and general economic conditions affecting the industry. Past performance may not be indicative of future performance.

The company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the company.

P&L Statement

| (All amounts in INR Mn, except per share data and unless otherwise stated) | Q3 FY'22 | Q3 FY'21 | Q2 FY'22 | 9M FY'22 | 9M FY'21 |
|--|----------------|----------------|----------------|----------------|----------------|
| Revenue | | | | | |
| Revenue from operations | 2,025.1 | 1,855.1 | 1,855.0 | 5,475.4 | 4,726.4 |
| Other income | 72.5 | 35.2 | 69.5 | 247.8 | 104.7 |
| Total revenue | 2,097.6 | 1,890.4 | 1,924.4 | 5,723.2 | 4,831.1 |
| Expenses | | | | | |
| Employee benefits | 1,025.9 | 830.9 | 1,019.5 | 2,977.9 | 2,338.7 |
| Finance costs | 7.2 | 22.0 | 5.7 | 19.4 | 48.0 |
| Depreciation and amortization | 43.3 | 44.1 | 42.8 | 126.8 | 150.7 |
| Other expenses | 420.5 | 335.9 | 369.4 | 1,225.3 | 1,132.5 |
| Total expenses | 1,497.0 | 1,232.9 | 1,437.4 | 4,349.4 | 3,669.9 |
| Profit before tax | 600.6 | 657.5 | 487.0 | 1,373.8 | 1,161.2 |
| Tax expenses | | | | | |
| Current tax / Tax expense for earlier years | 111.5 | 203.2 | 26.7 | 239.3 | 392.0 |
| Deferred tax (credit)/charge | 11.0 | 100.1 | 86.3 | 66.3 | 31.7 |
| Profit after tax for the year | 478.1 | 354.2 | 373.9 | 1,068.1 | 737.5 |
| Other comprehensive income/(loss) for the year, net of income tax | 3.0 | 7.5 | -6.6 | 5.2 | 15.4 |
| Total comprehensive income for the year | 481.1 | 361.7 | 367.3 | 1,073.3 | 752.9 |
| Earnings per equity share (face value of Rs. 10 per share) | | | | | |
| Basic earning per share | 6.89 | 5.12 | 5.39 | 15.40 | 10.67 |
| Diluted earning per share | 6.57 | 5.08 | 5.33 | 15.00 | 10.59 |





NEWGEN

Unlock Simple

Your Trusted Digital Transformation Partner



PRESS RELEASE

Newgen Software Reports Total Income of Rs 210 cr in Q3 FY'22, up 11%
YoY; Net Profit at Rs 48 cr, up 35% YoY

Newgen acquiring Number Theory, an AI/ML data science platform company

New Delhi, India –January 18, 2022

The management of Newgen Software Technologies Ltd. announced results for the quarter ended 31 December 2021 at its Board Meeting held on 18 January 2022.

Key Highlights - Q3 FY'22 v/s Q3 FY'21

| | | |
|--|--|---|
| <u>Total Income</u> Rs 209.8 Cr (11% Q3 YoY growth) | <u>Subscription Revenues</u> Rs 61.7 Cr (20% Q3 YoY growth) | <u>Profit after Tax</u> Rs 47.8 Cr (35% Q3 YoY growth) |
|--|--|---|

Speaking about the results, Diwakar Nigam, Chairman & Managing Director, Newgen Software Technologies Ltd., said – “Q3 has been on the path of continuous progression amidst ongoing uncertain environment. The quarter witnessed 20% YoY growth in subscription revenues however, several of these orders have long gestation leading to deferment of revenues. We continue to see major wins and expansion of business in our existing customers and added 17 new logos as well. Overall, in the first nine months of the year, we have clocked in revenues of Rs 548 crores and profit after tax of Rs 107 crores.”

“Newgen is pleased to announce that it is acquiring India-based Number Theory, an AI/ML (artificial intelligence and machine learning) data science platform company, subject to the completion of conditions as stated in the approved Share Purchase Agreement. Number Theory’s platform, AI Studio, brings intuitive AI/ML to every enterprise, while unifying the entire lifecycle of data engineering, from data preparation to model development and monitoring. This acquisition will further strengthen Newgen’s low code digital transformation platform, NewgenONE, with AI/ML modeling and data analytics capabilities” said Virender Jeet, CEO, Newgen Software.

Key Consolidated Financial Highlights (Q3 FY'22 v/s Q3 FY'21)

Revenue from operations (consolidated) at Rs 202.5 crores as compared to Rs 185.5 crores in Q3 FY'21, up 9% YoY

- Subscription revenues (ATS/AMC and SaaS) stood at Rs 61.7 crores, up 20% YoY, Annuity revenues (ATS/AMC, Support, and SaaS) were at Rs 111.6 crores, witnessing a growth of 11% YoY
- Revenue from the sale of products/license was reported at Rs 49.8 crores, up 37% YoY
- Implementation and digitization revenues were at Rs 41.2 crores

EBIDTA stood at Rs 57.9 crores compared to Rs 68.8 crores in Q3 FY'21. EBIDTA decreased on account of normalization of cost base compared to last year as well as increased remuneration to manage attrition

Profit after tax went up by 35% YoY at Rs 47.8 crores from Rs 35.4 crores in Q3 FY'21

Key Consolidated Financial Highlights (9M FY'22 v/s 9M FY'21)

Revenue from operations (consolidated) at Rs 547.5 crores as compared to Rs 472.6 crores in 9M FY'21, up 16% YoY. Annuity revenues were at Rs 330.9 crores, witnessing a growth of 16% YoY.

EBIDTA stable at Rs 127.2 crores compared to Rs 125.5 crores in 9M FY'21.

Profit after tax up by 45% YoY at Rs 106.8 crores from Rs 73.7 crores in 9M FY'21.

Key Operational/Business Highlights (Q3 FY'22)

Key Analyst Recognitions:

- Newgen Software has been positioned as a "**Strong Performer**" in The Forrester Wave™: Digital Process Automation Software, Q4 2021. As per the report, "Look to Newgen where the cross-section of content, process, and case management requires deep integration and applications are mission-critical."¹
- Newgen has been recognized as **Visionary** in the 2021 Gartner® Magic Quadrant™ for Content Service Platforms with integrated workflow capabilities, document assembly, and records management highlighted as strengths.²

- **Technology Innovation at the core - 22 Patents granted in India and US till date**
 - Granted a patent for an invention entitled “Centralized Controlled Printing and Administration” for 20 years commencing from 4th January 2010 by the Indian Patent Office. This invention is for facilitating centrally managed and automated printing while safeguarding document confidentiality.
 - Granted a patent for an invention entitled “Integrated Capture and Analysis of Documents” for 20 years commencing from 14th January 2011 by the Indian Patent Office. This patent protects the invention to automatically capture the best quality document images using mobile or tablet devices with the help of real-time calibration of parameters, such as distance of capture, ideal resolution, etc.

- **New Logo wins:** 17 new logo wins in Q3 FY’22 across geographies; 37 new logo wins over nine months.³

- Grant of 12,11,500 Restricted Stock Units under Newgen Software Technologies Restricted Stock Units Scheme – 2021 to employees

1. *Authored by Rob Koplowitz with Chris Gardner, John Bratincevic, Stephen Powers, Sara Sjoblom, Kara Hartig, December 14, 2021*

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2. *Gartner Magic Quadrant for Content Services Platforms, Michael Woodbridge, Marko Sillanpaa, Lane Severson, Tim Nelms, October 18, 2021*

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3. *Including orders booked but not billed*



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Unlock Simple

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